

# ROBIN THOMPSON, MS

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## Professional Profile

Collaborative, trusted leader and fundraiser with innate ability to foster long term relationships. Skilled in motivating others to achieve consistent results by authentically relating to donors. Consultant to Fortune 500 companies, unique ability to transfer knowledge, concepts and best practices with outstanding results.

## Professional Accomplishments

### In-Depth Experience with Oversight and Management of All Fundraising Functions and Operations

- Responsible to lead staff in raising \$10 million annually. Personally raised over \$750,000 in the first seven months at the Vail Valley Foundation.
- Designed and implemented \$3.9M **comprehensive campaign**
- Started the Oregon Tech Foundation's first **Planned Giving** program. Previously, only five planned gifts were recorded. In one year increased it to over 23 gifts that could result in over \$15 million when realized.
- Introduced two new endowments to Dance Committee and YouthPower365 Committee.
- Instrumental in reactivating the stalled Bloomberg grant for YouthPower365, creating the campaign plan *Every Child Every Day*.
- Successfully closed a stalled capital campaign for the Oregon Tech Foundation **raising \$ 2.4M in six months**, more than in the previous three years combined
- Responsible for receiving a \$1 million challenge grant.
- Vail, Colorado fundraising successes include meeting or exceeding fundraising goals, including challenge gifts from individuals, for all clients.
- Doubled **Alumni Giving** in two years.
- Doubled dollar amount given for **Scholarships** in one year.
- Tripled **Unrestricted Giving** in six months.
- Implemented the first "Family-Giving" program at the University. Inspiring faculty, staff and administrators with a common goal resulted in increasing their giving over five times the amount of the previous year.
- Built **Endowment Giving** from \$100,000 to over \$2 million in two years.
- Cultivated major gifts using **Donor-Centered fundraising**. This innovative program resulted in engaging two times as many donors as compared to the previous year.
- Created unique **10-Touch Process** to assess timing, donor gift probability and to steward donors through moves management.
- Supervised and edited grants while leading the Grants Department for the foundation and the University. The number of targeted grant proposals doubled with a corresponding increase in grant revenue.
- Recruited and trained volunteers to identify potential donors, build a personal connection and create a philanthropic environment.
- Used prospect research software to evaluate potential donors' capacity and propensity to give.

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- Consulting with a new Vail nonprofit assisting in establishing board, filing 501(c)(3) paperwork, governance, naming, case statement, development plan, creating database and fundraising. In 2016 and 2017, successfully fundraised the initial \$50,000 challenge grant received \$60,000 match 2018.

## **Strong Organizational Management Experience**

- Over 30 years experience in leadership and management roles.
- Rebuilt the Development Department by increasing the staff from 2.3 people to 11, including gift officers, marketing staff and support positions.
- Mentored, coached and led new employees as well as seasoned team members to be more efficient and productive.
- Consulted with Fortune 500 companies by designing and presenting customized leadership development training programs.
- Continually learning by teaching a Graduate Level Effective Leadership class.
- Managed and supervised staff, volunteers, board members and alumni.
- Worked collaboratively with the internal staff, community stakeholders, corporate partners and foundations to get “buy-in”.
- Established, directed and managed the first-ever Marketing Department.
- Key contributor in the University’s strategic planning process including annual workforce planning.
- Built and led the marketing department including reworking the University brand and image.
- Created positive community and student relations by working with local businesses to develop an annual new student welcome-back program.
- Designed and implemented marketing strategies including development of outreach materials, public relations events and marketing campaigns.
- Represented the college by speaking at community functions, press conferences and other high-level meetings using skills developed in professional speaking business.
- Provided fiscal oversight and assisted in budget development for the University as a key member of the executive management team.
- Regularly reported the budget updates to the foundation board members as well as executive management of the University.
- Implemented and led the foundation board’s **Strategic Planning** process.
- Directed activities for Foundation Board retreat to establish fundraising goals
- Responsible for creating, implementing and managing the **foundation budget** of over \$17 million in assets.
- Provided **fiscal oversight** and assisted in budget development for the University as a key member of the executive management team.
- Set goals for the foundation and staff. Provided staff development opportunities, incentives, evaluations and performance coaching.
- Led and supported search committees for various departments, including the Marketing and Development staff.

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## Leadership Expertise in Designing Fundraising Strategy

- Implemented and led the foundation board's Strategic Planning process.
- Built and led the marketing department including reworking the University brand and image.
- Created positive community and student relations by working with local businesses to develop an annual new student welcome-back program.

## Strengthened Relationship with Boards of Trustees

- Led foundation boards to be a **fundraising board** and documented it in a book, *FUNdraining FUNdamentals: A fun, step-by-step guide to raising more money, faster* (pending publication).
- Coordinated the **Development Committees** and provided direction for fundraising efforts.
- Regularly reported budget updates to foundation board members as well as executive management of the University.

## Leadership Expertise for Nonprofit Organizations

- Vail Christian High School
- Access Unbound
- SOS Outreach
- Vail Symposium
- Walking Mountains Science Center
- Colorado Nonprofit Association
- Augustana Care/Castle Peak
- Roundup River Ranch
- Can Do MS
- Small Champions
- Betty Ford Alpine Gardens
- Our Community Foundation
- Vail Valley Partnership
- Nonprofit Learning Series
- Eagle Valley Land Trust
- Oregon Tech Foundation
- Oregon Institute of Technology

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## Qualifications

- More than 20 years leading and managing people including leadership development programs as a professional speaker and trainer. Direct leadership experience in higher education setting.
- As Vice President of Development demonstrated genuine collaboration skills with executive leadership team, staff, faculty, students, foundation board, alumni, community stakeholders, businesses and government officials.
- Several programs have been approved for HRCI credits through the Society of Human Resource Management.
- Knowledge of current leadership practices, organizational development and management through teaching an online leadership class.
- Faculty at Lake Forest Graduate School of Management teaching leadership classes for an MBA program.

## Education

- Certificate in Fundraising Management, Indiana University Center on Philanthropy
- M.S. Recreation Therapy, University of Utah
- B.S. Human Resources and Education, West Virginia University

## Work History

- **Executive Director**, July 2018—present, Vail Christian High School, Vail, CO
- **Professional Fundraising Consultant**, March 2013—October 2018, TTK, Inc., Vail, CO
- **Vice President of Development**, Jan.—July 2016, Vail Valley Foundation, Vail, CO
- **Executive Director**, Oregon Tech Foundation, **Vice President of Development**, Oregon Institute of Technology, Jan. 2008—March 2013, Klamath Falls and Portland, OR
- **President, Trainer and Professional Speaker**, Oct. 1991—Jan. 2008, Thompson Training & Keynote, Inc., Salt Lake City, UT; Daniels, WV; Klamath Falls, OR; Vail, CO

## Community and Volunteer

- Vail Valley Business Women Member, past chapter president
- Our Community Foundation, Advisory Board Member Sept 2016-present
- Association of Fundraising Professionals Member
- Vail Valley Partnership Nonprofit Network Member
- Colorado Nonprofit Association Member and Presenter
- Past Eagle Valley Religious Foundation Board Member
- Winter Wings Festival volunteer web site program 2013-2014
- National Speakers Association, member 27 years, Chapter Ambassador, Vice Chair 2007 Workshop Conference and past Liaison for national board and state chapters
- Utah Speakers Association Past President; Member of the Year, Board Member
- Utah Chapter Meeting Professionals International, Past Public Relations Officer, Board
- Utah American Society for Training and Development, Past Public Relations Officer
- International Facility Management Association, Past Member, Future Focus Group
- Previous Licensed Recreation Therapist, Utah #108956-4002
- Beckley/Raleigh County Chamber of Commerce, Past Member, Trainer and Speaker